

# Granite and Marble Distributor Secures \$4,000,000 Senior Secured Credit Facility

## Granite and Marble Distributor - Missouri

### Senior Secured Credit Facility

**\$4,000,000**

**\$4,000,000 Revolving Line of Credit**

**Refinance Existing Debt and Support Working Capital**

*The undersigned acted as exclusive financial advisor to the company on this transaction.*



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*"Concord's relationships with non-traditional asset-based lenders allowed us to secure a very competitive deal given our ongoing turnaround. We are extremely happy with our current lender."*

*Managing Member  
Granite and Marble  
Distributor Companies*

### THE ENGAGEMENT

A granite and marble distributor, (the "Company") was struggling to secure traditional bank financing due to the affects of the economic downturn. The Company was in the process of an early stage turnaround and cash flow was constrained. The Company was introduced to Concord through its incumbent bank and Concord's assessment of the situation was that the Company was under solid management, was experiencing an ongoing turnaround and was a good candidate for a finance company asset-based line of credit. The Company subsequently retained Concord to search for and secure a new financing relationship.

### THE CONCORD CLOSE

Concord created a detailed memorandum featuring the Company's recent financial performance, strong current asset collateral, and lack of term debt. After conducting a targeted search process to national finance company asset-based lenders, Concord secured an asset-based proposal that met the Company's objectives including advances on its in-transit inventory.

### ABOUT:

Concord Financial Advisors is a financial intermediary specializing in private placements of senior debt and subordinated debt/mezzanine financing for middle market companies. We leverage our knowledge, experience and relationships to provide the best financing solutions for your unique credit situation. Concord has closed 90% of its retained assignments and over 100+ successful transactions since inception in

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